The Future Role of Security Integration

(The Evolving Need for Change)

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Change is Coming

- Security paradigms are changing. The supply side must keep pace.

- Security industry is lagging behind technological evolution.

- Supplier / Customer relationships will change.

- The security integrator will act as a change agent.

Role of Security Integrator

- The security integrator must assist in establishing common standards.

- Integrators should reassess the basis of the value-added solution.
  - *If proprietary systems no longer serve as the basis for competition, the value must be redefined.*

- Value will be based on speed, customer perceptions and continuity of service.

- Industry must work in close contact with customers to understand both specific and general needs.

Security Paradigms Are Changing

- The events of 9-11 are forcing our industry to re-evaluate the roles of industry participants.
  - Information and systems must be integrated (e.g. current initiatives by 'Office of Homeland Security')
    - New non-industry players actively participating (e.g. Siebel Systems)
  - The integration between information, operational, procedural and response mechanisms must become seamless.
  - The security systems integrator becomes the "glue" that binds this system.
  - Our perspectives regarding the role of the security integrator must expand to understand these elements.
- Traditional product-centric, proprietary/independent systems view of security will no longer be acceptable.
- The integrator becomes the catalyst that marries products to site-specific requirements.
- The new mantra will be the creation of 'solutions', not stand-alone systems.

Technological Evolution

- The rate of technological change is staggering.

- The security industry has historically been driven by "Stove Pipe" logic (e.g. proprietary, stand-alone systems that create significant switching cost).

- Our industry needs to migrate toward "open architecture" systems based on plug-and-play logic.

- Standardization will become the buzzword.

- Systems integrators must become the missionaries of technological change.

Supplier / Customer Relationships

- Suppliers and Customers will form teams that ebb and flow based on site-specific requirements.
  - The teams will include elements of design, integration and post-installation operations
- The advent of 'open architecture' will allow the team to focus on project deliverables versus a proprietary architecture.
- Effective systems will be viewed from an operational and *life cycle* perspective versus the execution of a specific task requirement.
- Integration takes into account legacy systems (e.g. including security, IT, life safety/fire, disaster management, building management, etc.)
- The integrator must consider continuity issues
  - Operational concerns must be designed into the system
  - Training and commissioning
  - Maintenance, service and support

Change Agent

- The integrator is positioned to act as the bridge between technological evolution, standardization and solution orientation.

- The integrator is positioned to support, assist or define the protocol standardization.

- As the 'selling entity', the integrator must understand their role in presenting a final solution.

Summary – Change is Happening

Integrators Value will be based on:

- Speed

- Adapting to technological change

- Customer perceptions!

Color Outside The Lines!

Notes:

- Example - Microsoft, 3,000 engineers, Bill Gates – twice locked up windows system. Once just plugging in a scanner. Integration is not as simple as most think. Even the computer industry that is the supposed leader for plug and play struggles!

If Bill Gates, the richest man in the world, with tremendous technical support and knowledge has problems, think about how difficult integration really is. Remember, the rest us us have even less time, money and resources to accomplish such things.